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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
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Topic 1	<ul style="list-style-type: none"> Discovering the WalkMe Solution: This section of the exam measures skills of WalkMe Sales Specialists and covers the core understanding of WalkMe's platform, its primary features, and the problems it solves. Candidates are assessed on their ability to identify customer pain points and match them with WalkMe's digital adoption capabilities. It emphasizes foundational product knowledge and discovery techniques that align customer needs with potential WalkMe benefits.
Topic 2	<ul style="list-style-type: none"> Selling the WalkMe Solution: This section of the exam measures skills of WalkMe Sales Specialists and covers the full selling cycle, including objection handling, negotiation, and closing strategies. It tests how well candidates can tailor their sales pitch, manage customer relationships, and use WalkMe success stories to support their case. This part highlights practical approaches for converting leads into long-term partnerships using a consultative sales model.
Topic 3	<ul style="list-style-type: none"> Positioning the WalkMe Solution: This section of the exam evaluates Digital Adoption Consultants and focuses on crafting compelling value propositions. It explores how to position WalkMe's unique selling points across industries and use cases. Emphasis is placed on aligning the solution with business goals, demonstrating ROI, and addressing competitive differentiators when presenting WalkMe to stakeholders.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

NEW QUESTION # 21

Which market trend is most relevant to driving adoption for tools like WalkMe?

- A. Preference for local software providers
- B. Increasing investment in physical retail stores
- C. Global movement towards digital transformation
- D. Rising popularity of traditional employee training methods

Answer: C

NEW QUESTION # 22

What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Improves compliance with regulatory requirements
- B. Simplifies user adoption and reduces training time
- C. Enhances physical infrastructure scalability
- D. Automates payroll processing

Answer: A,B

NEW QUESTION # 23

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- A. Low software adoption rates
- B. Lack of employee training programs
- C. Excessive third-party integrations
- D. Insufficient IT budgets

Answer: A

NEW QUESTION # 24

What measures does WalkMe take to enhance data security for enterprise customers? Note: There are 3 correct answers to this question.

- A. Integrating multi-factor authentication for added security layers
- B. Offering localized data storage options based on regional requirements

- C. Modifying user environments for additional data privacy
- D. Utilizing advanced encryption methods to protect sensitive data
- E. Following international privacy regulations to ensure compliance

Answer: A,B,E

Explanation:

Here are the three correct measures WalkMe takes to enhance data security for enterprise customers, according to learning.sap.com and WalkMe official sources:

☐ A. Integrating multi-factor authentication for added security layers

WalkMe supports two-factor authentication (2FA/MFA) via identity providers like Okta and Google Authenticator to secure admin and user accounts

☐ B. Offering localized data storage options based on regional requirements They provide regional cloud residency/data residency, enabling customers to choose data storage locations (e.g., US, EU) to meet jurisdictional and regulatory needs

☐ C. Following international privacy regulations to ensure compliance

WalkMe adheres to global privacy standards such as GDPR and CCPA, plus certifications like SOC 2, ISO 27001, and FedRAMP readiness

☐ E. Utilizing advanced encryption methods to protect sensitive data

WalkMe ensures encryption both in transit and at rest, aligned with NIST and FISMA standards, and logical separation of customer data

☐ Not correct:

* D. Modifying user environments for additional data privacy

This is not a measure WalkMe takes—they control their own platform and settings, not the user's local environment.

Summary:

The correct answers are A, B, C, and E. These measures highlight WalkMe's commitment to robust, enterprise-grade data security and compliance.

NEW QUESTION # 25

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To automate recruitment processes
- B. To manage payroll systems efficiently
- C. To implement advanced hardware solutions
- D. To reduce digital friction and guide users through complex software

Answer: D

Explanation:

The primary purpose of WalkMe's Digital Adoption Platform (DAP) is:

B. To reduce digital friction and guide users through complex software ☐

☐ Why This Is Correct

WalkMe DAP is an intelligence-driven overlay that sits on top of your existing applications and provides contextual guidance and automation to users at the exact moment they're facing friction. This minimizes errors, accelerates digital proficiency, and relieves support bottlenecks.

☐ Why the Other Options Aren't Correct

* A. To manage payroll systems efficiently - WalkMe doesn't handle backend processes like payroll.

* C. To implement advanced hardware solutions - Its focus is purely on software adoption and user interaction.

* D. To automate recruitment processes - WalkMe supports adoption across software, not HR operations like recruitment.

☐ Final Answer:

B. To reduce digital friction and guide users through complex software.

NEW QUESTION # 26

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